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# ANNUAL AUDITED REPORT **FORM X-17A-5** PART III



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No. and Street)		
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		Area Code - Telephone Number
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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)



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### OATH OR AFFIRMATION

I, Arthur L. Loomis, II	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying finan	icial statement and supporting schedules pertaining to the firm of
Northeast Capital & Advisory, Inc.	, as
of December 31	, 20_15, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor,	principal officer or director has any proprietary interest in any account
classified solely as that of a customer, except as for	ollows:
N/A	
	11/1/
JAMIE M. TOEG	With tet I
NOTARY PUBLIC-STATE OF NEW YORK	
No. 01TO6318361	Signature
Qualified in Albany County	President
My Commission Expires January 26, 2019	Title
1 21 71	
Notary Public	
Notary Public (	
This report ** contains (check all applicable boxe	es):
(a) Facing Page.	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Condi	
	quity or Partners' or Sole Proprietors' Capital.
(f) Statement of Changes in Liabilities Subor	rdinated to Claims of Creditors.
☐ (g) Computation of Net Capital.	D ' + D + 15.22
(h) Computation for Determination of Reserv	
(i) Information Relating to the Possession or (j) A Reconciliation, including appropriate ex	
, 5 FF 1	explanation of the Computation of Net Capital Under Rule 15c3-1 and the eserve Requirements Under Exhibit A of Rule 15c3-3.
	I unaudited Statements of Financial Condition with respect to methods of
consolidation.	ranadation orationions of rimanoial condition with respect to methods of
(I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report	
	cies found to exist or found to have existed since the date of the previous audi

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

## NORTHEAST CAPITAL & ADVISORY, INC.

FINANCIAL STATEMENTS AND SUPPLEMENTARY SCHEDULE PURSUANT TO RULE 17a-5 OF THE SECURITIES AND EXCHANGE COMMISSION AND OTHER REPORT YEARS ENDED DECEMBER 31, 2015 and 2014

# NORTHEAST CAPITAL & ADVISORY, INC.

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# REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Stockholder Northeast Capital & Advisory, Inc.

We have audited the accompanying statements of financial condition of Northeast Capital & Advisory, Inc. (the Company) as of December 31, 2015 and 2014, and the related statements of income, changes in stockholder's equity, and cash flows for the years then ended. These financial statements are the responsibility of Northeast Capital & Advisory, Inc.'s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial positon of Northeast Capital & Advisory, Inc. as of December 31, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

The supplemental information contained in Schedule 1 Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission on page 11 has been subjected to audit procedures performed in conjunction with the audit of Northeast Capital & Advisory, Inc.'s financial statements. The supplemental information is the responsibility of Northeast Capital & Advisory, Inc.'s management. Our audit procedures included determining whether the supplemental information reconciles to the financial statements or the underlying accounting and other records, as applicable and performing procedures to test the completeness and accuracy of the information presented in the supplemental information. In forming our opinion on the supplemental information, we evaluated whether the supplemental information, including its form and content, is presented in conformity with 17 C.F.R. §240.17a-5.

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In our opinion, the Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission is fairly stated, in all material respects, in relation to the financial statements as a whole.

Marvin and Company, P.C.

Latham, New York February 24, 2016

# NORTHEAST CAPITAL & ADVISORY, INC. STATEMENTS OF FINANCIAL CONDITION DECEMBER 31, 2015 and 2014

#### **ASSETS**

		2015	2014
Assets Cash and cash equivalents Receivables Investments	\$	18,492 5,679 307,792	\$ 52,157 - 312,566
Total Assets	\$	331,963	\$ 364,723
LIABILITIES AND STOC	KHOLDER'S	EQUITY	
Due to parent	\$	33,322	\$ 61,356
Total Liabilities		33,322	 61,356
Commitments and Contingencies			
Stockholder's Equity Common stock, \$.01 par value; 2,000,000 shares authorized;			
100 shares issued and outstanding		1	1
Additional paid-in capital		20,999	20,999
Retained earnings		277,641	 282,367
Total Stockholder's Equity		298,641	 303,367
Total Liabilities and Stockholder's Equity	\$	331,963	\$ 364.723

# NORTHEAST CAPITAL & ADVISORY, INC. STATEMENTS OF INCOME FOR THE YEARS ENDED DECEMBER 31, 2015 and 2014

	 2015	2014		
Revenues	 -		_	
Investment banking income	\$ 28,056	\$	382,435	
Interest and dividends	15,472		15,262	
Unrealized gains (loss) on marketable equity securities, net	 (4,774)		17,062	
Total Revenues	 38,754		414,759	
Expenses				
Salaries	19,770		267,270	
Rent & office supplies	2,094		33,984	
Travel	2,642		33,025	
Insurance	1,663		22,915	
Professional & regulatory fees	17,860		20,195	
Dues, database, & subscribtions	 704		13,914	
Total Expenses	44,733		391,303	
Income (Łoss) Before Income Taxes	(5,979)		23,456	
Income Tax Expense (Benefit)	(1,253)		4,914	
Net Income (Loss)	\$ (4,726)	\$	18,542	

# NORTHEAST CAPITAL & ADVISORY, INC. STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY FOR THE YEARS ENDED DECEMBER 31, 2015 and 2014

	Common <u>Stock</u>		£	Additional Paid-In <u>Capital</u>		Retained <u>Earnings</u>		Total Stockholder's <u>Equity</u>	
Balance, December 31, 2013	\$	1	\$	20,999	\$	263,825	\$	284,825	
Net Income		_		-		18,542		18,542	
Balance, December 31, 2014	\$	1	\$	20,999	\$	282,367	\$	303,367	
Net Income (Loss)						(4,726)		(4,726)	
Balance, December 31, 2015	\$	1_	\$	20,999	\$	277,641	\$	298,641	

# NORTHEAST CAPITAL & ADVISORY, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2015 and 2014

	2015	2014
Cash Flows From Operating Activities		
Net income	\$ (4,726)	\$ 18,542
Adjustments to reconcile net income to net cash provided by operating activities:		
Unrealized (gains) loss on marketable securities	4,774	(17,062)
Changes in:		
Receivables	(5,679)	11,951
Due to parent	 (28,034)	 2
Net Cash Provided (Used) By Operating Activities	(33,665)	13,433
Net Increase (Decrease) In Cash and Cash Equivalents	(33,665)	13,433
Cash and Cash Equivalents:		
Beginning of Year	 52,157	 38,724
End of Year	\$ 18,492	\$ 52,157

#### 1. ORGANIZATION AND NATURE OF OPERATIONS

Northeast Capital & Advisory, Inc. (previously called Northeast Capital Markets, Corp) (the "Company") was organized in December 1992 for the purpose of providing brokerage and investment banking advice to small and mid-sized corporations. The Company is a limited business broker, is registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA). The Company is a wholly owned subsidiary of Loomis & Company, Inc. (previously called Northeast Capital & Advisory, Inc.) (the "Parent"). The Company began operations in June 1993. Investment banking and underwriting income during each of the years ended December 31, 2015 and 2014 was derived principally from services provided to one and two customers, respectively. The Company operates primarily in New York.

The Parent's personnel are utilized to facilitate the completion of projects undertaken by the Company.

#### 2. SIGNIFICIANT ACCOUNTING POLICIES

#### Revenue Recognition

Investment banking and underwriting income is recognized based upon actual hours incurred on a particular contract and is recorded when services are rendered and all conditions are met, and may be subject to a contractual adjustment. All such revenue relates to projects referred to the Company by the Parent.

#### Expenses

All expenses, except for professional, travel and regulatory expenses, are allocated to the Company from the Parent based on the ratio of the Company's operating revenues to the Parent's consolidated operating revenues, where interest, dividends, and capital gains or losses are excluded from revenues.

#### Cash Equivalents

The Company considers all highly liquid investments, with original maturities of less than three months, to be cash equivalents. Cash equivalents consist of money market mutual funds.

#### Investments and Fair Value Measurements

Investments are recorded at fair value. Net realized gains and losses from the sales of investments, as well as unrealized gains and losses, are reflected in the statements of income.

Accounting principles generally accepted in the United States of America establishes a framework for measuring fair value. That framework provides for a fair value hierarchy that prioritizes the inputs in valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted market prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements).

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### Investments and Fair Value Measurements

An asset's or liability's fair value measurement level within the hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. The following is a description of the valuation methodologies used at December 31, 2015 and 2014.

Investments in equities are valued based on quoted market prices within active markets.

The method described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Company believes its valuation methodologies are appropriate and consistent with other markets participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date. For the years ended December 31, 2015 and 2014, there were no changes in valuation methodologies.

#### Income Taxes

The Company is included in the consolidated federal and state income tax return filed by the Parent. Income taxes are calculated as if the Company filed on a separate return. The amount of current and deferred taxes payable or refundable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates. Deferred tax expenses or benefits are recognized in the financial statements for the changes in deferred tax liabilities or assets between years.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Company and recognize a liability if the Company has taken an uncertain tax position that more likely than not, would not be sustained upon examination of taxing agencies. Company management has analyzed the tax positions taken by the Company, and has concluded that as of December 31, 2015 and 2014, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements. The Company is subject to routine audits by taxing authorities; however there are no audits in progress for any tax periods.

#### Use of Estimates

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statement and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Subsequent Events

For purposes of preparing the financial statements, the Company considered events through February 24, 2016, the date these financial statements were available for issuance.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### Securities and Exchange Commission Rule 15c3-3 Exemption

The Company was not required to maintain a reserve account under Rule 15c3-3 of the Securities and Exchange Commission at December 31, 2015 or 2014. Customer transactions are not handled by the Company, rather transactions are processed through an independent escrow account.

The Company does not maintain margin accounts for their customers. The Company has no liabilities subordinated to the claims of general creditors. The Company is not a member of any securities exchange.

#### 3. **INVESTMENTS**

Fair values of assets measured on a recurring basis consist of equity securities of entities in the financial services industry. All of the investments in equity securities are valued using level 1 inputs, and are summarized as follows:

		Decembe	er 31, 2015			Decembe	r 31, 2014	
	Cost	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Fair Value	Cost	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Fair Value
Equity Securities	\$ 258,521	\$ 73,604	\$ (24,333)	\$ 307,792	\$ 258,521	\$ 62,552	\$ (8,507)	\$ 312,566

For the years ended December 31, 2015 or 2014, there were no transfers in or out of levels 1, 2 or 3.

There were no sales of investment securities during 2015 or 2014.

#### RELATED PARTY TRANSACTIONS 4.

The Parent incurs certain costs related to both the Parent and the Company. Pursuant to an expense sharing agreement, the Parent is reimbursed for certain general operating costs related to the Company when the Company undertakes certain projects. All direct expenses of the Company are paid by the Company.

Expenses allocated to the Company by the Parent for the year ended December 31, 2015 and 2014 were \$28,256 and \$375,517, respectively.

#### 5. INCOME TAXES

Income tax expense (benefit) for the years ended December 31, 2015 and 2014 is as follows:

		<u> 2015</u>	<u> 2014</u> -	
Current Income Tax Expense				
Federal	\$	(169)	\$	892
State		(84)		448
Deferred Income Tax Expense	**	(1,000)		3,574
	\$	(1.253)	\$	4.914

Deferred tax liability at December 31, 2015 and 2014 (included in due to Parent) was \$12,355 and \$13,355, respectively, and relates to net unrealized gains (losses) on equity securities.

#### 6. NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1), which requires the maintenance of minimum net capital of 6 2/3% of aggregate indebtedness but not less than \$5,000 and that the ratio of aggregate indebtedness to net capital both as defined, shall not exceed 15 to 1. The Rule also restricts payments of dividends in certain cases. At December 31, 2015 and 2014, the Company had net capital, as defined, of approximately \$238,000 and \$242,000, respectively, which was approximately \$233,000 and \$237,000, respectively, in excess of its minimum required net capital December 31, 2015 and 2014, respectively.

#### 7. CONTINGENCIES

The Company is a member of FINRA and is subject to compliance with rules and regulations established by FINRA. The Company undergoes periodic reviews by FINRA. The Company believes that they are operating in compliance with all FINRA rules and regulations.

# NORTHEAST CAPITAL & ADVISORY, INC. SCHEDULE 1

# COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2015

	2015
Net Capital Total stockholder's equity	\$ 298,641
Non-allowable assets (accounts receivable)	 5,679
Net capital before haircuts on securities positions	292,962
Haircuts on securities positions - 15% Undue concentration	 (46,169) (14,384)
Net Capital	\$ 232,409
Aggregate Indebtedness Items included in the statement of financial condition: Due to Parent	\$ 33,322
Total Aggregate Indebtedness	\$ 33,322
Computation of basic net capital requirement	
6-2/3% of aggregate indebtedness	\$ 2,222
Minimum net capital requirement	\$ 5,000
Excess net capital over minimum net capital requirement	\$ 227,409
Excess net capital at 1000%*	\$ 229,077
Ratio: Aggregate indebtedness to net capital	 14.34%

<sup>\*</sup> Calculated as net capital - (total aggregate indebtedness x 10%)

### Statement pursuant to paragraph (d)(4) of Rule 17a-5

Note: There are no material differences between the Company's computation of net capital as filed in the unaudited Form X-17A-5 as of December 31, 2015 and the above schedule.



# REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

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Timothy A. Reynolds, CPA

Heather R. Lewis, CPA

Heather D. Patten, CPA

The Stockholder Northeast Capital & Advisory, Inc.

We have reviewed management's statements, included in the accompanying Statement of Exemption From Rule 15c3-3, in which (1) Northeast Capital & Advisory, Inc. identified the following provisions of 17 C.F.R. §15c3-3(k) under which Northeast Capital & Advisory, Inc. claimed an exemption from 17 C.F.R. §240.15c3-3:(k)(2)(ii) (the "exemption provisions") and (2) Northeast Capital & Advisory, Inc. stated that Northeast Capital & Advisory, Inc. met the identified exemption provisions throughout the most recent fiscal year without exception. Northeast Capital & Advisory Inc.'s management is responsible for compliance with the exemption provisions and its statements.

Our review was conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States) and, accordingly, included inquiries and other required procedures to obtain evidence about Northeast Capital & Advisory Inc.'s compliance with the exemption provisions. A review is substantially less in scope than an examination, the objective of which is the expression of an opinion on management's statements. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to management's statements referred to above for them to be fairly stated, in all material respects, based on the provisions set forth in paragraph (k)(2)(ii) of Rule 15c3-3 under the Securities Exchange Act of 1934.

Marvin and Company, P.C.

Latham, New York February 24, 2016



7 Airport Park Blvd. Latham, NY 12110 (518) 426-0100

## STATEMENT OF EXEMPTION FROM RULE 15c3-3 For the year ended December 31, 2015

### I, Arthur L. Loomis II, hereby assert to the best of my knowledge that:

- 1. Northeast Capital & Advisory, Inc. is exempt from SEC Rule 15c3-3 under paragraph (k)(2)(ii) as it is an introducing broker, clears all transactions with a clearing-broker and promptly transmits all customer funds and securities to such clearing-broker.
- 2. Northeast Capital & Advisory, Inc. met the requirements of Rule 15c3-3(k)(2)(ii) throughout the fiscal year ended December 31, 2015 without exception.

Arthur L. Loomis, II

President

Northeast Capital Advisory, Inc.

January 27,2016